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9 August 2007



United States Securities and Exchange Commission 450 Fifth Street, N.W. WASHINGTON, D.C. 20549 Coca-Cola Amatil Limited ABN 26 004 139 397 71 Circular Quay East GPO Box 145-Sydney NSW 2000 Telephone: (612) 9259 6130 Facsimile: (612) 9259 6233

Web: www.ccamatil.com

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**Dear Sirs** 

Enclosed herewith for your information pursuant to Rule 12g3-2(b) of the Securities Exchange Act of 1934 is a copy of an announcement released today. Enclose the second because Institution of the Securities and the second because Institution of the Securities.

Yours faithfully

G. T. FORSTER

COMPANY SECRETARY

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## 2007 Half Year Results Presentation

6 months to 29 June 2007

9 August 2307



## Major highlights of the HY07 result

- 1. Group EBIT 1 13.3% to \$284.5 million
  - A record first half result for CCA
  - Strong performance by all beverage businesses, except South Korea which continued to recover lost volume from extortion attempt
- 2. Return on capital employed 1 1.2% to 17.2%
  - Driven by earnings growth and continued investment in customer service & product and package innovation
- 3. Material improvement in Indonesian performance
  - Strong violume & revenue growth delivers four-fold increase in earnings.
- 4. COGS recovery
  - Price realisation & mix improvement enabled full beverage COGS recovery<sup>1</sup>

1. Excluding South Korea

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## Group results summary Trading revenue **★** 5.1% to \$2.16 bn Beverage revenue per unit case 1 4.2% to \$6.50 puc EBIT' 13.3% to \$284.5 m NOP AT1 2 10.7% to \$160.9 m ROCE 1.2 pts to 17.2% Strong free cash flow \$79.6 m Earnings per share<sup>1</sup> 10.3% to 21.4 cps Dividend per share **1** 6.9% to 15.5 cps \_ \_ \_ NA CMA EMA TER AMATE

Australia			• •
A\$m	HY07	HY06	% Chg
Trading revenue	1,133.0	1,043.4	8.6%
Revenue per unit case	\$7.49	\$6.96	7.6%
Volume (million unit cases)	151.3	149.9	1.0%
EBIT	199.1	185.8	7.2%
EBIT margin	17.6%	17.8%	(0.2 pts)
Capital expenditure / ravenue	5.2%	0.5%	4.7 pts
(Based on newsegment reporting)	:	Chris Cora (	Аулт

### Brand Coca-Cola share powers ahead in Australia



#### **KIEY FACTS**

- Broadly held volume in first half 2007, cycling 2006 Coke Zero launch
- Further increase in market share and price gap
  - Total Cola category market share increased by 2.1% to approximately 80%<sup>1</sup>
  - Increased retail price gap to Pepsi by 10%²
- Achieved by continued investment in product and package innovation in the Coke trademark
- AC Niels en Austral la ScanTrack, YTD May 07

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AC Niels en Australie ScanTrack, YTD July07.



### Product & package premiumisation fuels earnings growth

- Higher value and higher priced premium products & packages
- Water
  - Mount Franklin & Pump combined volume up by 13%
  - Mount Franklin market share up by 5% to 42%¹
- Pow erade
  - Powerade market share up by 4% to over 53%¹
  - 2007 Rugby World Cup sponsorship
- Package innovation drives mix improvement
  - Coca-Cola in 335ml glass and slim line cans





1. Nelsen combined database, 13/05/07

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## Australia – New products drive earnings growth



#### Kirks

- Premium mixers re-launched
- Sugar-Free launched as health & wellbeing offering
- Achieved 15% volume growth

#### Goulburn Valley Premium Joice

- Volume growth of over 36% in soute for Premium Chilled
- June 2007 launch of Goulburn Valley 'GV to Go' "the juice that brings fruit to life"
- Mother 100% all natural energy drink captures approximately 8%1 of energy drink category

1. AC Nielsen Australia Scantrack com bin ad database to 15/04/07



## Australia – 2007 second half outlook

- Strong start to the second half in July and August, momentum continues
- Key success factors
  - Price realisation of COGS increases and successful execution of revenue management initiatives
  - Continued growth in demand for the premium product and package offerings





## New Zealand & Fiji

## Strong improvements in all key metrics

HY07	HY96	% Chg
218.7	201.2	8.7%
\$6.92	\$6.39	8.4%
31.6	31.5	0.3%
34.4	30.6	12.4%
15.7%	15.2%	0.5 pts
8.5%	11.3%	2.8 pts
	218.7 \$6.92 31.6 34.4 15.7%	218.7 201.2 \$6.92 \$6.39 31.6 31.5 34.4 30.6 15.7% 15.2%

# New Zealand – ARTD manufacture agreement with Jim Beam



- Exclusive agreement with Beam Global Spirits & Wine New Zealand to manufacture alcoholic ready-to-drink beverages including Jim Beam & Cola – the NZ market leader
- Investment by CCA of approximately NZ\$9 million at Auckland plant to facilitate manufacture
- Supply expected to commence November 2007
- A further step in the expansion of Pacific Beverages alcohol business



## New Zealand - review & second half outlook







- Strong core brand growth

  - Pump and Kiwi Blue ★ volume by 18%
  - Powerade ★ volume by over 38%
  - Deep Spring re-launch & volume by 33%
  - = L&P 100th anniversary, delivers volume ☆ of 14%
- 2007 second half cutlock
  - Strong trading momentum to continue
  - Rugby World Cup a bonus for Powerade & Coke
    Zero



South Korea			
A\$m	HY07	HY06	% Chg
Trading revenue	310.9	366.7	(15.2%)
Revenue per unit case	\$5.57	\$5.92	(5.9%)
Volume (million unit cases)	55.8	61.9	(9.9%)
EBIT'	8.8	8.1	8.6%
EBIT margin <sup>1</sup>	2.8%	2.2%	0.6 pts
Capital expenditure / revenue	2.3%	1.7%	0.6 pts
1. Before significant items		Cata Cara	- Av.

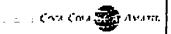
#### South Korea - review



- Continued investment in new product development
  - Style w ater
  - Kin Zero
  - Coca-Cola 500ml in new PET Ergo pack

## South Korea - sale process update

- Negotiations with LGH&H
  - On 6 July, CCA announced exclusive negotiations with LGH&H
  - Key terms, including pricing parameters agreed
  - Final 30 June profit outcome to be audited and agreed between the parties within the next month
- Some key pre and post completion terms and conditions yet to be agreed
- Target completion October 2007



## South Korea - second half outlook

- Key product strategies of the business remain unchanged
  - Expansion into non-carbonated beverages to further strengthen the portfolio
  - Continued focus on growing health & wallbeing portfolio
  - New product launches to drive incremental growth
- Benefits of lower cost base realised
  - 17% reduction in indirects
  - FTE reduction of 425 since December 2005
- Extortion impact finally cycling through
  - June 07 volume # of 3.5% a positive sign
- Moving forward
  - Business has a more competitive cost base
  - Collaborative working relationship with the unions to further improve cost base

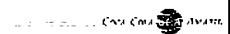
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Indonesia & PNG			
Turnaround continues			
	HY07	HY06	% Chg
Trading revenue	218.3	184.4	18.4%
Revenue per unit ca:se	\$4.32	\$4.15	4.1%
Volume (million unit cesus)	50.5	44.4	13.7%
EBIT	3.4	(11.6)	129.3%
EBIT margin	1.6%	(6.3%)	7.9 pts
Capital expenditure / revienue	1.4%	11.2%	(9.8)pts
16		Çatı Çmil	Jun.

## Indonesia - review & second half outlook

- Cost of doing business significantly low ered through headcount reduction and technology implementation
- H107 double digit volume growth driven across all major brands
  - Fanta Flavours it 21%
  - Sprite **1**5%
  - Coca-Cola 12%
  - = Frestea ★ of 29%
- 2007 Cutlcolt
  - Expect earnings for H207 at least in line with H206 assuming stable economy





## Food & Services Division **HY07 A\$M HY06** % Chg Trading revenue 280.6 7.9% 260.1 **EBIT** 38.7 1.0% 38.3 **EBIT** margin 13.8% 14.7% (0.9)pts Capital expenditure / revenue 7.8% 17.0% (9.2)pts SPC ARDMONA

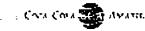
## Food & Services - review

#### SPC Ardmona

- Sales revenue increase of 5.7% and confinued EBIT growth
- Solid result given one-off costs of the severe frost and drought in 06
- Growth in most categories including fruit snacks, baked beans & spaghetti, tomatoes and spreads
- Tin-plate driven COGS increases continue to impact

#### - Services

- Quirls acquired CCA Australia Beverage's CDE fleet
- Leverage Quirks expertise in CDE fleet management
- Achieve improved scale, operating efficiency & procurement benefits
- Focus sed management approach has identified incremental banefits

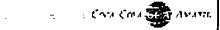




## 2007 Half Year Results Presentation

John Wartig, Group Chief Financial Officer

August 9, 2007



Profit & loss			_
A\$m	<b>⊮</b> ¥07	<b>HY0</b> 6	% chg
EBIT (before significant items)	284.5	251.2	13.3%
Net interest expense	(70.4)	(66.2)	6.3%
Profit before tax	214.1	185.0	15.7%
Income tax expense	(53.2)	(39.6)	34.3%
NPAT (before significant items)	160.9	145.4	10.7%
Significant items after tax	(20.0)	(31.1)	(35.7%)
NPAT	140.9	114.3	23.3%
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## **Profit & loss**

#### Effective tax rate of 24.8%

- Withholding tax benefit of \$16.7 million following a dividend payment by New Zealand
- Operating profits and losses made in South Korea are not tax effected due to brought forward losses
- Adjustment due to under provisions from prior years of \$1.8 million

#### Significant Items of \$26.9m in South Korea

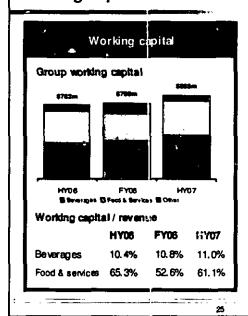
- \$25.0 million (\$18.1 million after tax) impairment of carrying value of South Korean business
- \$1.9 million (pre and post tax) net costs incurred for extortion attempt product recall and rehabilitation



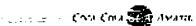
	ea insurance claim	
		A\$m
Total da	aim	26.6
Less:		
De	eductible .	(8.9)
ln:	erim payment, December 2006	(1.0)
in	erim payment, June 2007	(3.6)
Final pa	syment received, 20 July 2007	14.0

Capital employed			
A\$m	HY07	FY06	\$ chg
Working capital	884.8	797.8	87.0
Property, plant & equipment	1,440.2	1,499.9	(59.7)
IBAs & intangible assats	1,961.0	2,001.3	(40.3)
Deferred tax liability	(281.3)	(327.9)	46.6
Net other assets / (liabilities)	(469.4)	(425.8)	(43.6)
Capital Employed	3,535.3	3,545.3	(10.0)

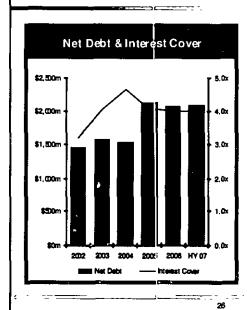
## Working capital



- Beverage w orking capital to revenue — small increase primarily due to holding higher inventories to improve service levels
- Food & services working capital to revenue – increase due to the normal seasonally higher inventories held by SPCA: Food & Services on track to be less than 50% by year end

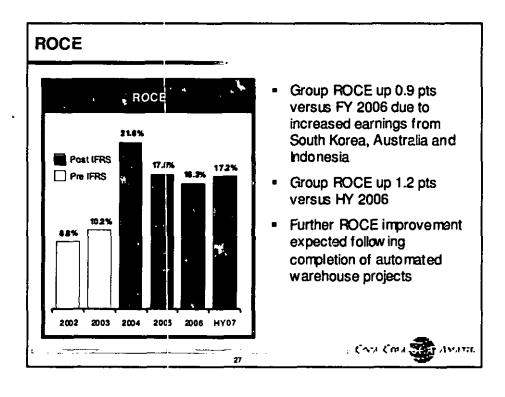


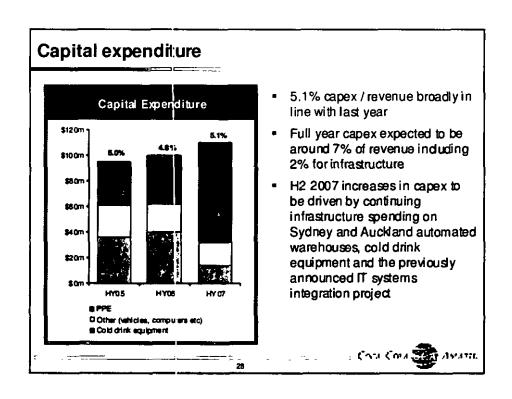
## Balance sheet remains strong



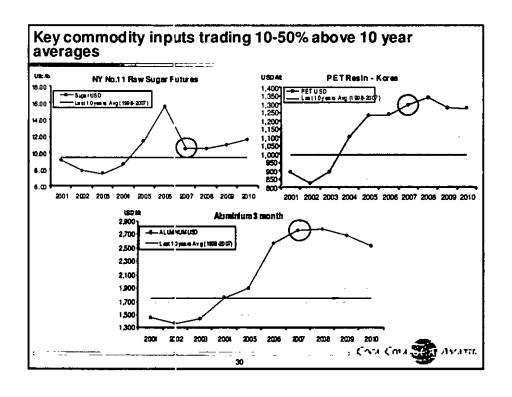
- Net debt increased by \$31.7 million
- Interest cover strong at 4.0x, comfortably meets CCA's target range of 3.0 - 4.0x







HY07	HY06	\$ chg
284.5	251.2	33.3
93.7	98.2	(4.5)
(1.9)	(27.1)	25.2
(87.0)	(53.2)	(33.8)
(68.1)	(66.6)	(1.5)
(70.3)	(68.0)	(2.3)
(7.6)	(13.8)	6.2
143.3	120.7	22.6
(109.5)	(99.3)	(10.2)
45.8	73.2	(27.4)
79.6	94.6	(15.0)
	284.5 93.7 (1.9) (87.0) (68.1) (70.3) (7.6) 143.3	284.5 251.2 93.7 98.2 (1.9) (27.1) (87.0) (53.2) (68.1) (66.6) (70.3) (68.0) (7.6) (13.8) 143.3 120.7 (109.5) (99.3) 45.8 73.2



## Impact of rising commodity prices on COGS

#### **Beverages**

- H1 2007 COGS per unit case increased as follows:
  - as reported 3.5%,
  - on a constant currency basis 5.2%, and
  - on a constant currency basis and excluding South Korea 6.8%
- H2 2007 CCA expects:
  - continuing higher aluminium and PET prices, and
  - the rate of increase in COGS per unit case to be less than H1 2007 at around 6% on a constant currency basis and excluding South Korea

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## 2007 Half Year Results Presentation

Terry Davis, MD

9 August 2007

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### Pacific Beverages update

- Premium beer
  - Volume 
     by over 50% on other distribution
  - Dedicated licensed channel sales force focus delivering results
- Maxxium spirits portfolio
  - Integration of sales force completed
  - 180 people servicing over 25,000 licensed customers
  - Distribution of Maxxium spirit portfolio & ARTDs from April
  - Significant capex on ARTD manufacturing capacity
- Small EBIT contribution to CCA ahead\_of expectations













## JV Relationship - SABMiller & CCA









- For Australia and New Zealand, the JV to undertake
  - All alcohol sales by either party
  - All alcohol M&A activities
- Manufacturing of ARTDs remains with CCA
- Sale during H107 of future earnings stream of ARTD sales (5 year contract) to SABM for \$18.7 million
  - Bought forward income for CCA of approx \$15 million
- Good contribution to CCA overheads





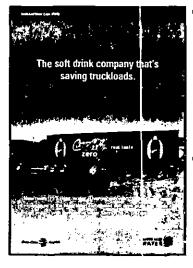
### Launch of Jim Eeam & Zero



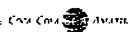
- First major new product development arising from the Maxium relationship
- Jointly developed by Beam Global Wines & Spirits and CCA
- Targeting growing trend towards low carbohydrate premium ARTDs
- Initial feedback from customers & consumers on Jim Beam & Cola Zero very positive
- To be launched in Australia in September 2007

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## Sustainability



- CCA achieves world dass best practice in water efficiency
  - In 2006 1.55 litres of water used per 1.0 FBL
  - Av erage in global Coke system is 2.6 litres
  - CCA operations achieved cumulative water savings of circa 15% in past 6 years
  - Moorabbin achieved water savings of more than 20% since 2000
- Goal to become water neutral per TCCC on World Environment Day in June 07
  - Reduce
  - Recycle
  - Replenish



## Sustainability cont'd

- New environmental strategies
  - Expanded Northmeadfacility to have two underground water tanks for rainwater harvest
  - Developing a carbon strategy for the Australian and NZ beverage businesses to measure carbon cotprint and identify energy saving initiatives
  - \$90m 'Green' industrialf acility to be built at Eastern Creek
- Fundamentally important but costly environmental initiatives
- Increased government incentives are critical for industry to invest in sustainable projects

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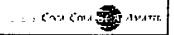
## 2007 CCA Group outlook

- Strong start to second half, particularly Australia
  - Brand portfolio strength paying dividends
  - In-market execution capability developing into a real competitive advantage
- Commodity input costs
  - Continue impact in H207 with aluminium costs remaining high
  - Reduction in cost of goods increase to 5 6% per unit case on constant currency basis, excluding South Korea
  - Target full recovery of commodity driven cost of goods increases



## **Outlook for H207**

- Outlook for H207
  - Important summer trading season in Australia and New Zealand still to come
  - High single digit EBIT growth for second half
  - Trading update in November





## 2007 Half Year Results Presentation

6 months to 29 June 2007

9 August 2007

